

## Message Text

UNCLASSIFIED

PAGE 01 SEOUL 06655 091046Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W  
-----047829 091316Z /45  
R 090817Z AUG 77  
FM AMEMBASSY SEOUL  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5612

UNCLAS SEOUL 6655

E.O. 11652: N/A  
TAGS: BEXP, KS  
SUBJECT: FOREIGN BUYER PROGRAM

REF: A. SEOUL 6040 B. USDOC 14541

1. KOREA CHAMBER OF COMMERCE AND INDUSTRY (KCCI) HAS SUPPLIED  
THE FOLLOWING LIST OF BUSINESS PARTICIPANTS IN ITS SEPTEMBER  
TADE MISSION TO THE U.S. IN ADDITION THERE WILL BE A REPRESENTATIVE FROM THE ECONOMIC PLANNING BOARD, THE MINISTRY OF COMMERCE  
AND INDUSTRY AND THE KOREAN CHAMBER OF COMMERCE AND INDUSTRY.

VISITO	BUSINESS INTEREST
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A. CHIN, BONG HYUN, PRESIDENT, KOREA PLASTIC INDUSTRIAL CO., LTD.	CHEMICAL ENGINEERING
B. BOO, WAN HYUK, CHAIRMAN YULSAN ALUMINUM IND. CO., LTD.	MACHINERY/LICENSING
C. KIL, CHAE HO, PRESIDENT, SAM JUNG PULP IND. CO., LTD.	LICENSING IN CHEMICAL ENG. AND PULP SUPPLY.
D. LEE, JUNG KYONG, PRESIDENT, SAM YANG PAPER MFG. CO., LTD.	JOINT VENTURE/LICENSING FOR MFG. PAPER
E. KIM, CHOO HO, PRESIDENT, ASIA INDUSTRIAL CO.	LICENSING FOR MANU- FACTURE OF MACHINERY

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F. SURH, MIN SOK, V.P., DONG-IL TEXTILE CO., LTD.	PURCHASE OF TEXTILE MACHINERY
G. MIN, BYUNG SUNG, V.P., IL-SHIN IND. CO., LTD.	JOINT VENTURE FOR ELECTRONICS
H. CHANG, BYOUNG SOO, EXEC. DIR., DONG KUK STEEL CO., LTD.	LICENSING FOR MACHINERY
I. LEE, DUCK HO, DIRECTOR,	JOINT VENTURE FOR

GUMI EXPORT IND. CORP.	ELECTRONICS
J. KIM, DAE GON, EXEC. DIR.,	JOINT VENTURE FOR
HAN YOUNG CERAMIC CO., LTD.	ELECTRONICS
K. HAN, DAL SAM, EXEC. DIR.,	LICENSING FOR METALS.
TAE YANG METAL IND. CO., LTD.	
I. SHON, JONG HYUN, EXEC. DIR.,	JOINT VENTURE FOR
NAM SUN MACHINERY WORKS	MACHINERY

2. THE FOLLOWING SKELETON ITINERARY HAS BEEN PROPOSED BY THE KCCI.

9/9 - DEPART SEOUL FOR L.A. (KE 002)  
9/10 - ARRIVE ATLANTA, TRADE FAIR  
9/11) - OPEN  
9/12 - ATLANTA CHAMBER OF COMMERCE, BUSINESS APPTS.  
9/13 -- PLANT TOURS, DEPART FOR PHILADTLPHIA  
9/14 - PHILADELPHIA C OF C, BUSINESS APPTS.  
9/15 - PLANT TOURS  
9/16-9/18 - NEW YOR (ARRANGED BY KCCI)  
9/19 - NEW YORK C OF C, BUSINESS APPTS.  
9/20 - PLANT VISIT (A.M.)  
MEET KOREAN BUSINESSMEN(P.M.) (KCCI ARRANGED)  
9/21 - DEPART FOR WASHINGTON D.C.  
VISIT KOREAN EMBASSY (KCCI ARRANGED)  
9/22 - MEET WITH KOREAN BUSINESSMEN (KCCI ARRANGED)  
9/23 - DEPART FOR CHICAGO, CHICAGO C OF C, BUSINESS APPTS.  
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9/24-9/25 - OPEN  
9/26 - MEET WITH KOREAN BUSINESSMEN (A.M.), PLANT VISIT  
9/27 - LEAVE FOR L.A. (A.M.)  
L.A. C OF C, BUSINESS APPTS.  
9/28 - PLANT TOURS (A.M.)  
MEET WITH KOREAN BUSINESSMEN (P.M.)  
REMAINDER OF THE TOUR WILL BE ARRANGED BY INDIVIDUAL MEMBERS OF THE TRADE MISSION.

3. TRAVEL AND LODGING PREPARATIONS ARE BEING HANDLED BY A TRAVEL AGENCY. MORE DETAILED INFORMATION WILL BE RELAYED AS IT BECOMES AVAILABLE.

4. ALTHOUGH, AS INDICATED BY BUSINESS INTERESTS, PRIMARY PURPOSE OF MOST MISSION MEMBERS IS TO ATTRACT INVESTMENT/ LICENSING ARRANGEMENTS, EMBASSY HAS STRESSED TO KCCI IMPORTANCE OF INCLUDING PURCHASING AS ADDITIONAL GOAL. KCCI EXECUTIVE VICE PRESIDENT SUH HAS AGREED TO AID THE EMBASSY IN EMPHASIZING THIS POINT TO MEMBERS. HE POINTED OUR THAT MAJORITY OF MISSION MEMBERS CURRENTLY BUY MATERIALS AND MACHINERY IN JAPAN, AND THAT ALTHOUGH THEY WOULD LIKE TO CONTACT U.S. SUPPLIERS IF PRICES AND TERMS ARE ATTRACTIVE, MOST ARE UNABLE TO IDENTIFY ALTERNATIVE

U.S. SOURCES OF SUPPLY, OR THEIR LOCATION. WE SUGGESTED HE ENCOURAGE MISSION MEMBERS TO VISIT EMBASSY COMMERCIAL LIBRARY TO HELP REFINE THEIR INTERESTS. USDOC SUGGESTIONS, BASED ON PROJECTED ITINERARY WOULD ALSO BE WELCOMED.

5. ROKG HAS RECENTLY EXPRESSED CONCERN OVER KOREA'S HEAVY RELIANCE ON JAPAN FOR MATERIALS, MACHINERY AND TECHNOLOGY. EMPHASIS IS NOW ON DIVERSIFICATION OF SOURCES OF SUPPLY, WHICH ENHANCES IMPRTANCE OF THIS MISSION.  
STERN

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## Message Attributes

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**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
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